

Message Text

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PAGE 01 DUSSEL 00069 241457Z

47

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 241345Z JAN 75

FM AMCONSUL DUSSELDORF

TO USDOC WASHDC

INFO SECSTATE WASHDC 2504

AMEMBASSY BONN

AMEMBASSY PRAGUE

AMEMBASSY VIENNA

UNCLAS DUSSELDORF 0069

USDOC

VIENNA FOR EAST WEST TRADE CENTER

E.O. 11652: N/A

TAGS: BTIO, GW

SUBJECT: AGRICULTURAL CHEMICALS FOR CZECHOSLOVAKIA

1. POST HAS BEEN APPROACHED BY JOSEF STEPANEK, COMMERCIAL ATTACHE, EMBASSY OF CZECHOSLOVAKIA, 5302 BONN- BEUEL, IM RHEINGARTEN 7, WITH A REQUEST FOR OUR ASSISTANCE IN LOCATING POTENTIAL AMERICAN SUPPLIERS OF CERTAIN AGRICULTURAL CHEMICALS USED IN HIS COUNTRY. HE SAID THAT 90 PER CENT OF THESE PRODUCTS ARE CURRENTLY IMPORTED FROM THE FRG BUT THAT CZECHOSLOVAKIA IS INTERESTED IN DIVERSIFYING ITS SOURCES OF SUPPLY.

2. THE PRODUCTS IN QUESTION AND ESTIMATED ANNUAL NEEDS ARE AS FOLLOWS:

PYRAZON -- 400 METRIC TONS (THIS PRODUCT IS CURRENTLY BEING SUPPLIED BY BASF UNDER THE TRADE NAME "PYRAMIN".);
METIRAM --250 METRIC TONS (THIS PRODUCT, USED FOR THE TREATMENT OF FUNGI ON FRUIT, HOPS, GRAPES, AND VEGETABLES, IS CURRENTLY SUPPLIED BY BASF UNDER THE TRADE NAME "POLYRAM COMBI."); TRIDEMORPH -- 50,000 LITERS (THIS
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PRODUCT,USED ON GRAINS, IS CURRENTLY SUPPLIED BY BASF UNDER

THE TRADE NAME "CALIXIN".); N-/3,4-DICHLORFENYL/N-METHOXY-N-METHYLHARNSTOFF -- 80 METRIC TONS (THIS HERBICIDE IS CURRENTLY SUPPLIED BY HOECHST UNDER THE TRADE NAME "AFALON".); 4,6-DINITRO-2-SEC. BUTYLFENYL-ACETATE --270 METRIC TONS (THIS HERBICIDE IS CURRENTLY SUPPLIED BY HOECHST UNDER THE TRADE NAME "ARETIT."); PENTACHLORNITROBENZEN -- 8 METRIC TONS (THIS FUNGICIDE IS CURRENTLY SUPPLIED BY HOECHST UNDER THE TRADE NAME "BRASSICOL."); TRIFENYLCINACETAT/FENTIN-ACETAT/--20 METRIC TONS 8THIS FUNGICIDE IS CURRENTLY SUPPLIED BY HOECHST UNDER THE TRADE NAME "BRESTAN."); AND ENDOSULFAN--75 METRIC TONS (THIS INSECTICIDE IS CURRENTLY SUPPLIED BY HOECHST UNDER THE TRADE NAME "THIODAN EC."). MR. STEPANEK SAID THAT OTHER PRODUCTS WITH THE SAME QUALITIES AS THOSE SPECIFIED WOULD ALSO BE ACCEPTABLE. ANY QUOTATIONS SHOULD BE C AND F (CZECH STATE ENTITY WILL COVER INSURANCE) WITH DELIVERY FOR THE THIRD AND FOURTH QUARTERS OF THIS YEAR FOR USE IN 1976 CROP YEAR. ROTTERDAM AND HAMBURG ARE THE PREFERRED PORTS OF DELIVERY.

3. COMMENT: STEPANEK SAID THAT HE IS AMONG THOSE CZECH BUREAUCRATS GENERALLY INTERESTED IN DIVERSIFYING SOURCES OF SUPPLY. HE CITED A CHANGE IN CZECH PROCUREMENT POLICY RE ARTIFICIAL FIBERS WHERE THOSE HOLDING A SIMILAR BELIEF HAD PREVAILED AGAINST A GROUP FAVOURING TRADITIONAL GERMAN SOURCES.

4. ACTION REQUESTED: IN VIEW OF THE SOMEWHAT SPECULATIVE NATURE OF THIS INQUIRY WE DECIDED NOT TO SUBMIT IT AS A REGULAR TRADE OPPORTUNITY. HOWEVER, WE WOULD APPRECIATE IT IF COMMERCE WOULD BRING IT TO THE ATTENTION OF POTENTIALLY INTERESTED AMERICAN SUPPLIERS WITH THE REQUEST THAT THEY CORRESPOND DIRECTLY WITH MR. STEPANEK AT THE ABOVE LISTED ADDRESS.HENNEMEYER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 24 JAN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975DUSSEL00069
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750027-0759
From: DUSSELDORF
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750124/aaaaauqi.tel
Line Count: 94
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 08 APR 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <08 APR 2003 by RuthemTJ>; APPROVED <18 FEB 2004 by ShawDG>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: AGRICULTURAL CHEMICALS FOR CZECHOSLAVAKIA
TAGS: BTIO, GE
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006